

JOHN C. MATHENY

Areas of Expertise

- **Insurance.** Mr. Matheny's entire career has been spent in the insurance industry. As an independent insurance agent, he assists individual and commercial clients analyze and manage their risks. His insurance industry expertise spans multiple lines—property and casualty, general liability, major medical, disability, long-term care, and life insurance. He also provides Medicare supplement and advantage plans. Understanding each client's specific needs and offering them the choice of insurers, policies, and pricing has garnered Mr. Matheny numerous industry awards and other recognition.
- **Retirement Planning.** In addition to selling insurance products, Mr. Matheny assists clients reach their retirement goals by analyzing their needs and determining how financial products such as fixed index annuities can help them adequately plan for retirement.
- **Business Development.** After many years working with local government clients as a project manager and business development specialist, Mr. Matheny has an in-depth understanding of the government sales cycle and how to generate leads and convert leads to customers. Working with colleagues, he is adept at creating a sales pipeline and closing sales.

Professional Experience

- **Bearing Advisors, LLC** Senior Director, Business Development, 2022-present
- **Utility Service Partners,** Project Manager, 2008-2014
- **Insurance Network,** Owner, 2012-present
- **John C. Matheny Agency,** Owner, 1984-present

Professional Licenses and Services, Awards, Recognition, and Certifications

- Associate in Insurance Services (AIS)
- Chartered Life Underwriter (CLU)
- Medicare Supplement Plan Annual Certifications
- Medicare Advantage Plan Annual Certifications
- Licensed Insurance Agent—West Virginia, Pennsylvania, Ohio, Maryland, Texas, and Virginia
- Humana 2019 National Agent of the Year
- Humana Reach Award
- Cigna Ambassador Agent
- Transamerica Leadership Award
- EquiTrust Life Best of the Best
- Progressive Top Agent Award
- Million Dollar Round Table Winner (multiple times)
- Combined Insurance President's Award
- United Healthcare Gold Star Award
- Forethought Life Top Sales Award
- Safeco Sales Leader Award

Education

- Bachelor of Science, Business Administration, West Virginia University
- Continuing Education Units in long-term care, annuities, life insurance suitability, and property and casualty